Atlantic/Gulf Ports To Jakarta, Indonesia

Almonds

Monthly Market Share For: November 1997

Month\Year: $0.4 \setminus 12.9$

Month (1 ear: 0.4 \ 12.9													
Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	100%	77%	24 Days 4	\$1,680	\$96 ¹			Al					\$1,776
Maersk	0%	16%	21 Days 4	\$1,680	\$96			Al					\$1,776
Hapag-Lloyd	0%	8%	26 Days	\$1,680	\$96 ¹			Al					\$1,776

¹ Rate is per container Rate \$1,776

⁴ Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Bangkok, Thailand

Almonds

Monthly Market Share For: November 1997

Month\Year: $1.0 \setminus 8.6$

Month (1 ear: 1.0 \ 8.6			Surcharges:											
Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF CHASSIS	CAF	ТНС	CFS Rec ARE	Cotton R.	Size	ContainerRate			
Maersk	100%	77%	24 Days 4	\$2,560	\$96 ¹		Al				\$2,656			

1 Rate is per container Rate \$2,656

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⁴ Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Bombay, India

Almonds

Monthly Market Share For: November 1997

Month\Year: 4.0 \ 146.5

Surcharges:	
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Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec ARB	Cotton R.	Size	ContainerRate
Hapag-Lloyd	50%	10%	28 Days									
Hyundai	50%	3%	14 Days	\$1,740	Al			Al				\$1,740
APL	0%	69%	40 Days									
Hanjin	0%	15%	30 Days	\$1,685	\$96 1			ΑI				\$1,781
Evergreen	0%	4%	36 Days	\$1,900	\$96 1			ΑI				\$1,980

¹ Rate is per container Rate \$1,740

Issue Date: January 31, 1998

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L.A./L.B./Oakland Ports To Busan, South Korea

Almonds

Monthly Market Share For: November 1997

Month\Year: 13.0 \ 120.1

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec Al	RB	Cotton R.	Size	ContainerRate
Cho Yang	77%	57%	13 Days	\$1,020	ΑI		ΑI	Al					\$1,020
Hanjin	8%	19%	13 Days	\$1,098	Al		Al	AI					\$1,098
APL	8%	5%	17 Days										
Maersk	8%	2%	15 Days	\$913	\$96 ¹		ΑI	ΑI					\$1,238
Hyundai	0%	6%	12 Days	\$1,142	\$96 ¹		ΑI	Al					\$1,238

¹ Rate is per container Rate \$1,045

L.A./L.B./Oakland Ports To Hong Kong

Almonds

Surcharges:

Monthly Market Share For: November 1997

Month\Year: 23.0 \ 156.2

									1	
Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF CHASSIS	S CAF THC	CFS Rec ARI	3 Cotton R.	Size	ContainerRate
Sea-Land	30%	10%	14 Days	\$913	\$96 ¹	Al				\$1,009
OOCL	17%	11%	13 Days	\$913	\$96 ¹	Al				\$1,009
K Line	17%	5%	14 Days	\$913	\$96 ¹	Al				\$1,009
Maersk	13%	15%	14 Days	\$913	\$96 ¹	Al				\$1,009
Yang Ming	9%	14%	15 Days	\$932	\$96 ¹	Al				\$1,028
Mitsui OSK	9%	6%	15 Days 5	\$913	\$96 ¹	Al				\$1,009
Hyundai	4%	3%	15 Days	\$775	Al	Al				\$775
P&O Nedlloyd	0%	27%	19 Days	\$913	\$96 ¹	Al				\$1,009
COSCO	0%	3%	21 Days 5							
Zim Line	0%	2%	17 Days	\$770	\$80 ¹	Al				\$850

¹ Rate is per container

Average Container Rate \$1,002

⁵ Transit time is based on departure from Los Angeles, CA.

L.A./L.B./Oakland Ports To Keelung, Taiwan

Almonds

Monthly Market Share For: November 1997

Month\Year: $15.0 \setminus 49.6$

Month\Year: 15.0 \ 49.6				Surcharges:										
Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate	
Yang Ming	47%	47%	13 Days	\$745	Al		Al	Al					\$745	
Evergreen	27%	28%	16 Days	\$1,215	\$96 ¹		8%	Al					\$1,408	
K Line	13%	4%	13 Days	\$1,015	\$96 ¹		8%	Al					\$1,192	
OOCL	7%	4%	15 Days	\$1,015	\$96 ¹		8%	Al					\$1,190	
Hyundai	6%	7%	15 Days	\$1,022	\$96 ¹		8%	Al					\$1,200	
Maersk	0%	7%	16 Days ⁴	\$1,015	\$96 ¹		8%	Al					\$1,192	

Rate is per container
 Transit time is based on departure from Long Beach, CA.

Average Container Rate \$1,042

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Almonds

Surcharges:

Monthly Market Share For: November 1997

Month\Year: 4.2 \ 24.1

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	тнс	CFS Rec ARB	Cotton R.	Size	ContainerRate
Sea-Land	52%	56%	22 Days 4	\$1,550	\$96 ¹		Al	Al				\$1,646
Senator	48%	21%	19 Days	\$1,291	Al		Al	Al				\$1,291

¹ Rate is per container Rate \$1,477

⁴ Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Singapore

Almonds

Surcharges:

Monthly Market Share For: November 1997

Month\Year: 8.0 \ 52.2

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	25%	12%	23 Days	\$1,292	\$96 ¹		13%	Al					\$1,556
Hanjin	25%	8%	17 Days	\$1,250	ΑI		ΑI	ΑI					\$1,250
K Line	13%	27%	18 Days	\$1,292	\$96 ¹		13%	ΑI					\$1,556
Maersk	13%	23%	18 Days ⁴	\$1,292	\$96 ¹		13%	ΑI					\$1,556
Neptune	13%	6%	24 Days	\$1,292	\$96 ¹		13%	ΑI					\$1,556
Evergreen	13%	2%	25 Days	\$1,514	\$96 ¹		13%	ΑI					\$1,807
Hapag-Lloyd	0%	6%	24 Days	\$1,292	\$96 ¹		13%	ΑI					\$1,556
APL	0%	4%	20 Days	\$1,292	\$96 ¹		13%	Al					\$1,556
Yang Ming	0%	4%	20 Days	\$1,350	ΑI		ΑI	ΑI					\$1,350
COSCO	0%	4%	28 Days										

¹ Rate is per container

Average Container Rate \$1,511

⁴ Transit time is based on departure from Long Beach, CA.

L.A./L.B./Oakland Ports To Tokyo, Japan

2%

2%

1%

1%

Almonds

Surcharges:

ΑI

ΑI

\$1,416

\$1,607

ΑI

39%

Monthly Market Share For: November 1997

11 Days

10 Days

\$1,416

\$1,087

Month\Year: 58.0 \ 304.4

Senator

Hyundai

					Sur estat gest								
Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF C	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Yang Ming	24%	26%	10 Days	\$1,300	\$96 ¹		Al	Al					\$1,396
P&O Nedlloyd	24%	10%	11 Days										
Cho Yang	17%	6%	10 Days	\$991	\$96		39%	Al					\$1,473
Hanjin	15%	17%	10 Days	\$992	\$96 ¹		39%	Al					\$1,475
Evergreen	13%	14%	12 Days	\$1,287	\$96		39%	Al					\$1,885
NYK Line	3%	19%	11 Days										

ΑI

\$96 ¹

¹ Rate is per container Rate \$1,523